



ANGEL CAPITAL ASSOCIATION

2010 ACA Summit Agenda

WEDNESDAY, MAY 5

PRE-SUMMIT WORKSHOPS

- 8:00 – 4:15**
Cyril Magnin I **Angel Investing Overview (Power of Angel Investing)**
Lead Instructor: Steve Mercil
- 8:00 – 4:30**
Mission I-III **WBAA International Exchange**
In partnership with the World Business Angels Association
- 8:30 – 12:00**
Stockton **Building GREAT Boards**
Lead Instructor: Dave Berkus
- 8:30 – 12:00**
Cyril Magnin III **Designing and Executing Early Exits**
Lead Instructor: Basil Peters
- 12:00 – 1:00** **Luncheon for Pre-Summit Registrants (Foyer)**
- 12:30 – 4:15**
Cyril Magnin III **Term Sheets and a Model Term Sheet**
Lead Instructor: Dan Rosen
- 12:30 – 4:15**
Cyril Magnin II **Trends in Raising Capital**
Lead Instructor: Bob Okabe

ANNUAL MEMBERS MEEETING

- 4:30 – 5:30**
Cyril Magnin II **Annual Members Meeting**
ACA members and affiliates are invited to join ACA's leadership to learn about ACA's status, vote on a slate for board membership, and provide feedback on program options. Special focus areas include public policy, collaboration, and member services.

ACA SUMMIT BEGINS

- 5:30 – 7:30**
Foyer **Opening Reception and Speed Dating: Meet New Colleagues**
Join your colleagues for great conversation. Heavy hors d'oeuvres and beverages will be served. Interested attendees may sign up for quick "speed dating" to meet other angels. Otherwise, the only program is informal networking.
- 7:30 & Beyond** **Affinity Dinners (at local restaurants)**
Jump right into hands-on learning and networking by attending a dinner with other angels who share your particular interests. Tonight's dinners are divided by region. You should have information on your dinner as part of your registration packet. Food costs are on own.

THURSDAY, MAY 6

- 7:30 – 8:00** **Registration and Continental Breakfast (*Foyer*)**
- 8:00 – 8:45**
Cyril Magnin **Welcome and Keynote: It's the Angels Time (for Good Exits)**
Back by popular demand, Basil Peters provides his latest thoughts and experience on getting to a quick positive exit, noting that current trends for entrepreneurs and technology are for exits - you can build companies and sell them in two years. Peters says that often the best angel exits come without VCs.
Allan May, Life Science Angels and Summit Chair
Basil Peters, Strategic Exits Corp and Fundamental Technologies II
- 8:45 – 9:45**
Cyril Magnin **To Syndicate or Not to Syndicate – Angels and VCs Discuss Benefits and Issues in Working Together**
Some ACA members have had good experiences co-investing with VCs. Leading VCs and angels talk about their returns and what they learned.
James Geshwiler, CommonAngels (Moderator)
Gino Di Scullo, Charter Life Science & Life Science Angels
Mike Elliott, Noro-Mosely Partners
Wende Hutton, Canaan Partners
Richard Sudek, Tech Coast Angels
- 9:45 – 10:00** **Networking Break (*Foyer*)**
- 10:00 – 10:30**
Cyril Magnin **Breaking News on Angel Trends and Resources**
Learn the latest trends and ACA member statistics. As a bonus, we'll conduct some live surveys using automatic response devices, to delve further into the trends.
Marianne Hudson, Angel Capital Association
Laurie Lument Garty, Silicon Valley Bank
- 10:30 – 10:45**
Cyril Magnin **Trends for Venture Capital Funds**
The president of the National Venture Capital Association provides his thoughts on what's next for the VC industry.
Mark Heesen, National Venture Capital Association
- 10:45 – 11:00** **Networking Break (*Foyer*)**
- 11:00 – Noon** **Angel Unconference – Select one of these roundtables:**
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| <i>Hearst</i> | Assessing Start-up CEOs |
| <i>Mission III</i> | Brainstorm with the Kauffman Foundation's Sandy Miller and Robbie Hardy |
| <i>Mission II</i> | Compensation for Angels |
| <i>Mission I</i> | Evolving Models for Angel Groups |
| <i>Cyril Magnin I</i> | Finding New Angels for Your Group |
| <i>Lombard</i> | International Angels Forum/ Partnering with Angels Across the World |
| <i>Davidson</i> | Options for Reducing Angel Investment Risk |
| <i>Stockton</i> | Side Car Funds – Practical Strategies with Peter Rosenblum |
| <i>Cyril Magnin II</i> | Single Purpose LLCs for Investment – Minimizing Costs and Paperwork |
| <i>Fillmore</i> | Working with University Technology Transfer Offices |
- Noon – 2:00**
Cyril Magnin **Luncheon and Keynote**
Keynote: Peter Diamandis – The XPRIZE: Seeding New Industries with Angel Investments
Hans Severiens Award for Leading Angel Industry
Luis Villalobos Award for Entrepreneur Innovation

2:00 – 2:15 Networking Break (Foyer)

2:15 – 3:00 Concurrent Sessions

Cyril Magnin I-II

Investment Opportunities for Syndication

ACA's Collaboration Committee will once again present three exciting investment opportunities from across North America. These companies will be chosen from ACA members who wish to syndicate a portfolio company to other angels and angel groups. Company CEOs will give brief presentations during the session and will be available for more in-depth discussion throughout the Summit. Accredited investors with an interest in syndication are welcome to attend. Presenting companies include:

Branam Oral Health Technologies (presented by Mick Janness)
Delfigo Security (presented by Ralph Rodriguez)
Medipacs, Inc. (presented by Mark McWilliams)
Third Solutions, Inc. (presented by Birame Sock)
David Verrill, Hub Angels Investment Group (Moderator)

Cyril Magnin III

Angel Group Tactics to Accelerate Exits

We take a look at the steps angel groups and their leaders can take to encourage and complement the tactics Basil Peters espouses in his book "Early Exits".

John O. Huston, Ohio TechAngels
Robert Peterman, Toronto Stock Exchange/ TSX Venture Exchange

3:00 – 3:15 Networking Break (Foyer)

3:15 – 4:00 Concurrent Sessions

Mission I-III

Latest Trends in Clean Tech Investing

Laura Roden, Harvard Angels (Moderator)
Tim Carey, PricewaterhouseCoopers
Tamin Pechet, Banyan Water LLC
Fred Wang, Trinity Ventures

Cyril Magnin I-II

Latest Trends in Life Sciences Investing

Allan May, Life Science Angels (Moderator)
Michael Bates, Life Science Angels
Dan Coleman, Ernst & Young
James Larrick, Panarama Research
Casey McGlynn, Life Science Angels

Cyril Magnin III

Latest Trends in Web 2.0 Investing

Catherine Mott, BlueTree Allied Angels (Moderator)
Dave Berkus, Tech Coast Angels
Geoff Entress, Alliance of Angels
David Wu, Band of Angels

4:00 – 4:15 Networking Break (Foyer)

**4:15 – 5:15
*Cyril Magnin***

Investing with the Big Dogs

Top investors, dare we say "rock stars," talk about their strategies, with lots of room for Q & A.

Bo Fishback, Kauffman Foundation (Moderator)
Jeff Clavier, SoftTech VC
Ron Conway, SV Angel LLC
Mike Maples, FLOODGATE

**5:15 – 7:30
*Hilton Cityscape***

Reception in Honor of Award Winners

Summit attendees will be joined by the Bay Area's investment and entrepreneurial support community. Networking is the only official program on the agenda, but please also congratulate the winners of the Hans Severiens and Luis Villalobos Awards.

7:30 & Beyond

Affinity Dinners (at local restaurants)

Jump right into hands-on learning and networking by attending a dinner with other angels who share your particular interests. Tonight's dinners are divided by interest topics. You should have information on your dinner as part of your registration packet. Food costs are on own.

FRIDAY, MAY 7

7:30 – 9:00

Continental Breakfast available (Foyer)

8:00 – 1:00

Interested in Learning More about the Presenting Companies?

Meet privately with CEOs and deal leads during the day.

8:00 – 8:50

Concurrent Sessions

Cyril Magnin

How to Optimize Value in Secondary Markets for Angel-Held Equities

The secondary markets for private equity interests are booming - but complex. What are the pros and cons of online exchanges, secondary funds, and private brokers? How can you structure transactions to net the most value? What are the pitfalls to avoid?

Laura Roden, *Harvard Angels (Moderator)*

Larry Albuquerk, *EB Exchange Funds*

Ben Berk, *Howard Rice Nemerovski Canady Falk & Rabkin*

Greg Brogger, *SharesPost*

Rich Capen, *VCFA Group*

Mission I-III

Improving Group Sustainability through Education

Angels who receive support from their groups through education and mentoring increase their levels and frequency of investment. Find out how groups also use these programs to retain current members and help companies better prepare for presentations, due diligence and deal negotiations.

Bob Okabe, *RPX Group (Moderator)*

Jordan Green, *Australian Association of Angel Investors*

Ken Kousky, *Blue Water Angels*

Joe Kremer, *Wisconsin Angel Network*

Chris Major, *Angel Capital Education Foundation*

8:50 – 9:00

Networking Break (Foyer)

9:00 – 9:45

Cyril Magnin

Novel Syndication: Working with Today's New Incubators and Accelerators

Interviews with new early stage incubators and accelerators to explore opportunities for investing with the companies that are supported and to learn more about these Silicon Valley models.

Laurie Lument Garty, *Silicon Valley Bank (Moderator)*

Paul Bragiell, *i/o Ventures*

Adeo Ressi, *Founder Institute*

Danny Robinson, *Boot-up Labs*

9:45 – 10:00

Networking Break (Foyer)

10:00 – 11:00

Cyril Magnin

Angels From the Entrepreneurs' Perspective

Entrepreneurs who have been in the portfolios of ACA members talk about their experiences with angel groups, VCs, and their recommendations for improvement - particularly for syndication.

Frank Peters, *Tech Coast Angels and The Frank Peters Show (Moderator)*

Kelly Brodbeck, *Vapore, Inc.*

Ken Kengatharan, *Altheos, Inc.*

Mark Schmulen, *Nutshell/Mail*

Mark Woodka, *OnShift*

11:00 – 11:15

Networking Break (Foyer)

11:15 – 1:00
Cyril Magnin

Predictions for Investing in 2010 and Beyond: The Experts vs. the Wisdom of Crowds (*Grab a Box Lunch*)

In current economic times, predicting the future for investment is a real, but important, sport. We will ask three experts to make ten predictions for the coming year and compare them with the responses of attendees, using audience response units.

Allan May, *Life Science Angels (Moderator)*

Chris Ehrlich, *InterWest Partners*

Karl Mills, *Jurika, Mills & Keifer*

Scott Raney, *Redpoint Ventures*

Aydin Senkut, *Felicis Ventures*

Ian Patrick Sobieski, *Band of Angels*

1:00

Conference Wrap-up